
**STATE OF NORTH CAROLINA, DEPARTMENT OF ADMINISTRATION
DIVISION OF PURCHASE AND CONTRACT
AGENCY SPECIFIC TERM CONTRACT**

Contract Title	Laerdal Training Manikins, Accessories, and Services
Bid (Contract) Number	201401077
Effective Dates	November 1, 2014 through October 31, 2015
Renewal(s)	Two (2), One (1) Year Renewal Options
P&C Administrator	Jim Blue
Phone	919-807-4560
E-Mail	jim.blue@doa.nc.gov
Last Updated	November 18, 2014

1. General Information:

This contract is for specific for Laerdal Manikins, Accessories and Services. The majority of items listed are compatible with existing equipment.

2. Scope of Contract

This is an Agency Specific Term Contract for use by the North Carolina Community College System for the twelve (12) month term stated above. This is an indefinite quantity contract and the State is only responsible for items ordered and received. **No Quantities are Guaranteed.**

3. Taxes

Prices or Discounts shown herein do not include any North Carolina sales or use taxes.

4. Contract Changes

Contract changes, if any, over the life of the contract are implemented by contract addenda released by the Contract Administrator to the Vendor.

5. Placement of Orders

Orders will be placed throughout the contract period on an as-needed basis for the quantity required, and purchase orders will be issued directly to the respective Vendor(s) or their designated suppliers. Agencies must obtain a quote from the Vendor to receive contract pricing. The corresponding Contract Number **and** Quote Number(s) must be referenced on all Purchase Orders issued to the Vendor.

6. Delivery

Delivery within 2-6 Weeks.

In the event the delivery is not received within the contract delivery period, the contractor may be held in default in accordance with paragraph 1, DEFAULT AND PERFORMANCE BOND in the North Carolina General Contract Terms and Conditions, and the state may procure the articles or services from other sources and hold the contractor responsible for excess cost occasioned thereby.

7. Transportation Charges

There is no minimum order. **FREE GROUND SHIPPING ON ALL ORDERS.** All goods shall be delivered **FOB DESTINATION, FREIGHT PREPAID.** **NOTE:** In instances where the Vendor makes partial shipments of an order to one destination, all shipments of the order shall be sent FOB DESTINATION with **NO** additional transportation charges. All shipments shall be inspected for damage by receiving Agency immediately upon receipt.

8. Item Pricing Information:

The contract has percent discount OFF published list pricing per category.

Laerdal On-Line Catalog Products and Services – **Discounts Per Category**

[See Attachment 1 for Line Item Pricing](#)

Category	% Discount Off List Price
<u>Resuscitation Training</u>	
• CPR (excludes SimPad)	10%
• CPR-D (excludes SimPad)	8%
• Advanced Life Support	8%
• AHA/ECC Course Materials	7%
◦ Excludes Online and Heartcode	
• Live Coaching Devices	8%
• AED Trainers	8%

Category	% Discount Off List Price
<u>Airway Management</u>	
• CPR Barrier Devices	10%
• Ventilation	10%
• Suction Units	10%
• Private Label	0%
• Laerdal Pocket Mask	10%
• Thomas Endotracheal Tube Holder	10%

Category	% Discount Off List Price
<u>Patient Simulators, Manikins & More</u>	
• Patient Simulators (excludes SimPad)	
◦ SimMan 3G/Trauma, Essential/Bleeding	2%
◦ SimMom, SimJunior	2%
◦ ALS, SimNewB, SimBaby	3%
◦ HARVEY and UMEDIC	2%
◦ Resusci Anne, PROMPT, MamaNatalie	8%
• Patient Care Manikins (excludes SimPad)	8%
• LLEAP - Laerdal Learning Application	0%
• Multi-Disciplinary Skills Trainers (excludes SimPad)	10%
• Venous/Arterial Access	3%

Category	% Discount Off List Price
<u>Educational and Technical</u>	
• Educational Services	2%
• Technical Services	0%

Category	Discount Off List Price
<u>SimCenter</u>	
• SimStore	0%
• SimManager	0%
• SimView	0%
◦ SimView Servers	2%
• SimDeveloper	0%

Category	Discount Off List Price
<u>Live Coaching Devices</u>	
• CPR Meter	8%

Category	Discount Off List Price
<u>SimPad</u>	3%

Category	Discount Off List Price
<u>Immobilization</u>	
• Stifneck Select Collars - Adult and Paediatric	10%
• Extrication Collars	10%
• Head Immobilizers	10%
• Spineboards	10%
• Private Label	0%

Category	Discount Off List Price
<u>Accessories/Parts/Consumables</u>	
• Legacy Simulators (Prior to October 2014)	4%
• LLEAP Simulators (October 2014 to Present)	4%

ADDITIONAL DISCOUNTS (Discount off entire order amount)

- Orders Exceeding a Total of \$100,000.00 (before tax) → 2 %
- Orders Exceeding a Total of \$250,000.00 (before tax) → 3 %

9. Contact Information:

Laerdal Medical Corporation

167 Meyers Corners Road

Wappingers Falls, NY 12590

Phone: 845-297-7770

Fax: 800-266-4359

<http://www.laerdal.com/>

For item/pricing information, customer service, and/or to obtain a quote, please contact:

Danielle Bassani // (800) 431-1055 – Ext. 3705

Email: danielle.bassani@laerdal.com

OR

Lina D'emidio // (800) 431-1055 – Ext. 2474

Email: lina.demidio@laerdal.com

10. Abnormal Quantities:

Any agency requirement that exceeds **\$100,000.00** must be forwarded to the Division of Purchase and Contract for review prior to processing. The Division, at its sole discretion, may process any such requirement in one of the following ways:

- 1) Purchase may be authorized at the current level of pricing with the current contract vendor(s)
- 2) Additional discounts from the current level of pricing may be negotiated with the current contract vendor(s)
- 3) A separate Invitation for Bids may be issued for the requirement

11. Price Lists and Catalogs

Vendor price list/s will be published for using agency reference throughout the term of the contract. The Vendor must furnish price lists, catalogs, and descriptive literature to any using agency within seven (7) consecutive calendar days after written request of the agency. Failure to comply with these requirements may subject the contractor to removal from the contract.

12. Warranty

The Vendor warrants that all equipment furnished under this IFB will be new, of good material and workmanship. The warranty will be for a minimum period of twelve (12) months from date equipment is put into operation. Such replacement shall include all parts, labor, and transportation cost to the location where equipment is down, free of any charge to the owner or his representative.

The report of a problem does not presuppose that every call must result in an "on-site" visit for service/repair. The Vendor and/or service sub-contractor shall utilize best efforts to resolve problems in a timely fashion through the use of acceptable servicing methods to include, but not limited to, verbal problem analysis and remote diagnosis, on-site service with a twenty-four (24) hour return to service guarantee, and advanced depot repair/replacement with seventy-two (72) hour return to service guarantee. The warranty requirement does not impose any additional duty on the State to make other than normal and good faith problem resolution efforts or expenditures of time.

13. Quality Acceptance Inspection

Upon completion of any project involving electrical and/or battery operated equipment, as called for herein, the Vendor must request a Quality Acceptance Inspection. Such requests must be forwarded (in writing) to the Division of Purchase and Contract, Attn: Quality Acceptance Inspections, 1305 Mail Service Center, Raleigh, NC 27699-1305. Fax # (919) 807-4511.

INVOICES SHALL NOT BE PAID BY THE USING AGENCY UNTIL QUALITY ACCEPTANCE HAS BEEN ACCOMPLISHED.

14. Sales Reports

The Vendor agrees to provide sales reports on a quarterly schedule, at the end of March, June, September, and December, the report being due no later than fifteen (15) days after the end of the quarter. The reporting will reflect the number of contract items, their product code and description, and the dollar value of the items sold for a specified time period. Failure of the Vendor to comply with this requirement may result in default and cancellation of this contract.

SimPad Authorized Distributors With Local Sales Representation

The Distributors are authorized to sale and service the products listed for that Distributor. All other products will be purchased directly from Laerdal.

<p>1. Armstrong Medical Industries 575 Knightsbridge Parkway Lincolnshire, IL 60069 Phone: 800-323-4220 Fax: 847-913-0138</p> <p><u>North Carolina Field Sales Representative</u> Dominic Chillemi // 224-330-0184 Email: dchillemi@armstrongmedical.com</p>	<p>Product Access:</p> <ul style="list-style-type: none">• MegaCode Kelly• MegaCode Kid• Nursing Anne• Nursing Kelly• Nursing Kid• Nursing Baby
<p>2. BoundTree Medical 5000 Tuttle Crossing Blvd Dublin, OH 43016 Phone: 614-760-5000 Fax: 800-257-5713</p> <p><u>North Carolina Field Sales Representatives</u> Kelly Cooney (Eastern NC) // 519-437-2860 Email: kellie.cooney@boundtree.com</p> <p>Todd Flesch (Western NC) // 704-277-7188 Email: todd.flesch@boundtree.com</p>	<p>Product Access:</p> <ul style="list-style-type: none">• MegaCode Kelly• MegaCode Kid• Resusci Anne Simulator• ALS Simulator• ALS Simulator Advanced
<p>3. Henry Schein EMS 200 Gates Road Ballentine, SC 29002 Phone: 800-845-3550 Fax: 800-329-9109</p> <p><u>North Carolina Field Sales Representative</u> Steve Ray // 803-730-2094 Email: steve.ray@henryschein.com</p>	<p>Product Access:</p> <ul style="list-style-type: none">• MegaCode Kelly• MegaCode Kid
<p>4. Southeastern Emergency Equipment 5760 Highway 96 West Youngsville, NC 27596 Phone: 800-334-6656 Fax: 888-556-1048</p> <p><u>North Carolina Field Sales Representatives</u> Glen Alderfer // 803-530-8112 Email: glen.alderfer@seequip.com</p> <p>Ed Hampton // 336-337-2667 Email: ed.hampton@seequip.com</p>	<p>Product Access:</p> <ul style="list-style-type: none">• MegaCode Kelly• MegaCode Kid• Nursing Anne• Nursing Kelly• Nursing Kid• Nursing Baby• Resusci Anne Simulator• ALS Simulator• ALS Simulator Advanced

5. Enerspect

149 N Gibson Road
Henderson, NV 89014
Phone: 888-522-5574
Fax: 702-586-4910

North Carolina Field Sales Representative

Nicole Falsone // 480-310-6905

Email: Nicole.falsone@enerspect.com

Product Access:

- MegaCode Kelly
- MegaCode Kid
- Resusci Anne Simulator
- ALS Simulator